

Regional Conference Madrid

May, 29th

*Centro
Superior
de Formación*



STUDY ON SAFE AND
SECURE PARKING
PLACES FOR TRUCKS
MOVE/C1/2017-500



Experiences of Repsol with secure parking areas across Spain



Background



6 Years Ago:

Our company bet on attractive differentiation and loyalty service for the transport sector.

Company VALUES

Security & Safe

Innovation

Differentiating service



Value Proposal



The largest European network of safe truck parks, attractive for drivers and managers of EES



Cofinanciado por la Unión Europea
Mecanismo "Conectar Europa"



Current situation



LEVERS



Next Steps

Legislative changes

Increase in international demand

Strong commercial actions crossed

Reserve APP anticipated

Cultural Change

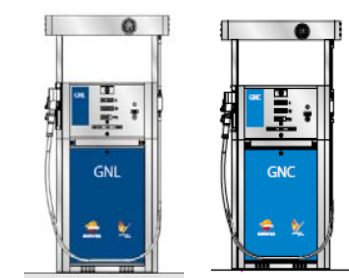
Self-sustainable business



Growth: short term

Franchise model

Repsol: Mobility Solutions for Trucks



REPSOL: Management of SOLRED & Development and Network Management: Commercial Management

Repsol Security Parking Commercial offer Spain



Partners

DEKRA certified: Security /
Services

ESPORG member

DKV EUROSERVICE European
Partner

APP : Truckparking Europe



Commercial Offer

Competitive fees

Special promotions : OIL
Crosselling : NON-OIL

SOLRED Incentives



Repsol Security Parking International offer

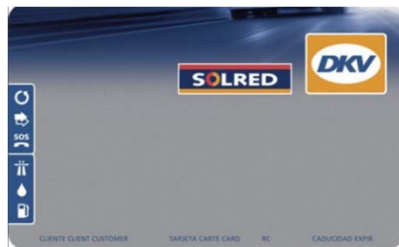


Drivers for safe parking abroad:
Theft and crime
Migrants and refugees (Calais)

REPSOL associated
with SECURITY



Payment solutions abroad



REPSOL: Management of SOLRED & Development and Network Management: Commercial Management

Repsol Security Parking – DKV website



Guarded Truck Parking Lots in Europe

» Services » Value-added services » Vehicle services » Secured truck parks

Safety first!

Charges for guarded parking lots in Europe can be simply and conveniently settled with the DKV CARD or the DKV BOX (on-board unit). Together with selected partners we provide a secure and full-coverage network of parking lots that is continuously expanding.

In addition to secure truck parking facilities, DKV Euro Service also offers an extensive network of [car parks and parking garages](#).



All guarded parking lots have the following security features:

- » Gated entry and exit
- » Access via DKV CARD or DKV BOX

- » Overview of all parking lots that accept DKV ([PDF](#))
- » Overview of guarded parking lots in France by our partner, ASFA
- » Overview of the "Repsol Security Parking" secure truck parks in Spain



GRACIAS



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